

Message Text

UNCLASSIFIED

PAGE 01 QUITO 04041 151503Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----075497 160705Z /11

R 151345Z JUN 78
FM AMEMBASSY QUITO
TO USDOC WASHDC
SECSTATE WASHDC 8508
INFO AMCONSUL GUAYAQUIL
DIA WASHDC

UNCLAS QUITO 4041

E.O. 11652: N/A
TAGS: BENC, EC
SUBJECT: MAJOR PROJECT NEW AIRPORT FOR QUITO AND GUAYAQUIL BIDDING
MAY BE LIMITED TO ONE COMPANY PER COUNTRY

REF: 77 QUITO 7056

1. A RELIABLE CONTACT AT THE GOE CIVIL AVIATION DIRECTORATE (DAC) INFORMED THE E/C COUNSELOR ON JUNE 14 THAT IT IS NOW ALMOST CERTAIN THE DAC WILL RESTRICT THE BIDDING FOR THE INITIAL STAGE OF THE PLANNED NEW AIRPORTS FOR QUITO AND GUAYAQUIL TO JUST ONE COMPANY PER COUNTRY. (AS REPORTED IN REF, THE INITIAL STAGE WILL CONSIST OF DESIGN WORKS, PRELIMINARY CONSTRUCTION--MAINLY SITE CLEARANCE--AND LONG-RANGE PLANNING.) THE SOURCE SAID THAT A FORMAL DECISION ON THIS HAS NOT YET BEEN ADOPTED, BUT THAT VIRTUALLY ALL THE KEY DECISIONMAKERS ON THIS MATTER SEEM TO BE IN ACCORD ON IT.

2. THE SOURCE SAID THE DAC'S INVITATION FOR BIDS ON THIS BASIS WOULD BE SUBMITTED TO EMBASSIES IN QUITO, AND THE RESPONSES FROM THE SOLE BIDDING COMPANY IN EACH COUNTRY WOULD ALSO BE RELAYED THROUGH THE RESPECTIVE EMBASSY, WITH SOME SORT OF CERTIFICATION FROM THE EMBASSY REGARDING THE BONA FIDES OF THE RESPECTIVE BIDDING COMPANY.

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3. THE SOURCE ALSO SAID THE MAIN CURRENT OBSTACLE TO PROGRESS IN THIS PROJECT IS THE DAC'S NEED FOR FUNDS WITH WHICH TO ACQUIRE THE NECESSARY LANDS FOR THE DESIGNATED NEW AIRPORT SITES. HE SAID THE DAC SOMETIME AGO SUBMITTED TO THE FINANCE MINISTRY A REQUEST FOR 500 MILLION SUCRES (US\$20 MILLION EQUIV.) FOR THIS PURPOSE, AND THAT

A FAVORABLE RESPONSE IS EXPECTED WITHIN A WEEK OR TWO.

4. ACTION REQUESTED: STATE AND USDOC ARE REQUESTED TO GIVE HIGH-PRIORITY AND URGENT CONSIDERATION TO POSSIBLE WAYS AND MEANS FOR HAVING A U.S. BID SUBMITTED FOR THIS PROJECT. FROM THIS VANTAGE POINT, THE ONLY POSSIBILITY WOULD SEEM TO BE TO SEEK TO INDUCE INTERESTED U.S. FIRMS TO FORM A CONSORTIUM. IN RECENT MONTHS, EMBOFFS HAVE MENTIONED TO SOME OF THE NUMEROUS U.S. COMPANY REPRESENTATIVES WHO HAVE VISITED HERE TO LOOK INTO THIS PROJECT THE POSSIBILITY THAT BIDDING WOULD BE RESTRICTED TO ONE COMPANY PER COUNTRY, AND SOUNDED THEM OUT ON THEIR WILLINGNESS TO ENTER INTO A CONSORTIUM ARRANGEMENT; WHILE NONE EXPLICITLY RESPONDED THAT THEIR COMPANY WOULD BE PREPARED TO DO SO, NONE RULED OUT THAT POSSIBILITY.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978QUITO04041
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780251-0793
Format: TEL
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780656/aaaabvvq.tel
Line Count: 79
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 6c8f6088-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 QUITO 7056
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2338817
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT NEW AIRPORT FOR QUITO AND GUAYAQUIL BIDDING MAY BE LIMITED TO ONE COMPANY PER COUNTRY
TAGS: BENC, EC
To: COM STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/6c8f6088-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014